

**Pfitzner, Laura**

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**From:** hank spier <spierconsulting@netspeed.com.au>  
**Sent:** Monday, 16 June 2014 4:28 PM  
**To:** Cunningham, Megan  
**Cc:** 'Hank Spier'  
**Subject:** FW: ANF/ACCC application for authorisation for collective bargaining A91407

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**From:** hank spier [<mailto:spierconsulting@netspeed.com.au>]  
**Sent:** Tuesday, 10 June 2014 3:57 PM  
**To:** 'Cunningham, Megan'  
**Cc:** 'Hank Spier'; Alf Maccioni; 'anugent@anf.org.au'  
**Subject:** ANF/ACCC application for authorisation for collective bargaining A91407

Dear Madam,

I refer to the pre decision conference on the above Application , called by the Shopping Centre Council of Australia, held on Friday , 6 June 2014.

The Applicant has now considered some of the issues discussed at the conference and proposes to amend its Application to delete the category of “Shopping Centre Landlords” from the list of counterparties.

The Applicant will, once the final determination has been issued by the ACCC, write directly to individual counter parties, pursuant to Condition C1 of the ACCC draft determination, proposing to engage in collective bargaining on behalf of its members. Such collective bargaining to be between the Applicant and the individual Shopping Centre Landlords.

Yours truly,

Hank Spier  
Spier Consulting- Legal

CATEGORY	TARGET	Website	Address	Phone	Senior Contact Person	Position	Email
Insurance Brokers	OAMPS	<a href="http://www.oamps.com.au/">http://www.oamps.com.au/</a>	Lvl 9, 60 Miller Street Nth Sydney, NSW 2060	(02) 9424 1700	Mark White,	Head of Partnerships and Marketing	<a href="mailto:mark.white@oamps.com.au">mark.white@oamps.com.au</a>
	Marsh	<a href="http://australia.marsh.com/">http://australia.marsh.com/</a>	Darling Park Tower 4 201 Sussex Street Sydney NSW 2000	(02) 8864 8888	Peter Zaffino,	President and Chief Executive Officer	<a href="mailto:peter.zaffino@marsh.com">peter.zaffino@marsh.com</a>
	ILT	<a href="http://www.ila.com.au/">http://www.ila.com.au/</a>	Level 11, 66 Clarence Street Sydney NSW 2000	02 9290 8000	Nick Harris,	Managing Director of Enterprise Solutions	<a href="mailto:nick.harris@ila.com.au">nick.harris@ila.com.au</a>
	BUPA (Health)	<a href="http://www.bupa.com.au/">http://www.bupa.com.au/</a>	600 Glenferrie Rd Hawthorn VIC 3122	1800 812 535 (03) 9487 6400		Principal	<a href="mailto:general.insurance@bupa.com.au">general.insurance@bupa.com.au</a>
	Qsure	<a href="http://www.qsure.com.au/">http://www.qsure.com.au/</a>	Bth/445 Upper Edward St Spring Hill QLD 4000	07 8835 0350	Peter Sheedy,	Chief Executive Officer & Chief Operating Officer	<a href="mailto:peter@qsure.com.au">peter@qsure.com.au</a>
ADN	<a href="http://www.adn.com.au/australia/about-us/executive-profiles.jsp">http://www.adn.com.au/australia/about-us/executive-profiles.jsp</a>	Level 33, 203 Kent Street, Sydney NSW 2000	+61 2 9253 7000	Steve Nevett		<a href="mailto:steve.nevett@adn.com.au">steve.nevett@adn.com.au</a>	
Business Opportunities	Connect (Hubbed)	<a href="http://www.hubbed.com.au/connect.htm">http://www.hubbed.com.au/connect.htm</a>	Pier 8/9, 23 Hickson Road Millers Point, Sydney	1300 525 625	David McLean,	Chief Executive Officer	<a href="mailto:david@connect.com.au">david@connect.com.au</a>
	Western Union	<a href="http://www.westernunion.com.au/">http://www.westernunion.com.au/</a>	Level 3, 33-35 Atchison Street ST LEONARDS NSW 2065	02 8425 9600	Oliver Winchester,	Senior Manager Business Development Australia	<a href="mailto:Oliver.winchester@westernunion.com">Oliver.winchester@westernunion.com</a>
	Toll Priority	<a href="http://www.tollgroup.com/tollpriority">http://www.tollgroup.com/tollpriority</a>		13 15 31	Brian Kruger,	Managing Director	<a href="mailto:brian.kruger@tollgroup.com">brian.kruger@tollgroup.com</a>
	Motorpass (Wright Express)	<a href="http://www.motorpass.com.au/">http://www.motorpass.com.au/</a>	Level 3, 293 Camberwell Road Camberwell, VIC, 3124	(03) 9274 9100		General Manager	<a href="mailto:enquiries@motorpass.com.au">enquiries@motorpass.com.au</a>
	Hyundai	<a href="http://www.hyundai.com.au/">http://www.hyundai.com.au/</a>	384 Lane Cove Rd Macquarie Park NSW 2113	(02) 8873 6000	Dan Hawkins,	General Manager - Business Sales	<a href="mailto:dan.hawkins@hyundai.com.au">dan.hawkins@hyundai.com.au</a>
	Finance for Life	<a href="http://financeforlife.com.au/">http://financeforlife.com.au/</a>	Suite 1, 126 Victoria Road Gladesville NSW 2111	1300 88 76 99	Martin Rainbow	Director	<a href="mailto:martin@financeforlife.com.au">martin@financeforlife.com.au</a>
	PPCA	<a href="http://www.ppc.com.au/">http://www.ppc.com.au/</a>	Level 4, 11 - 17 Buckingham Street Surry Hills, NSW 2010	(02) 8569 1100			<a href="mailto:ppca@mail.ppc.com.au">ppca@mail.ppc.com.au</a>
	APRA	<a href="http://www.apra-amcos.com.au/">http://www.apra-amcos.com.au/</a>	16 Mountain Street Ultimo NSW 2007	02 9935 7900			<a href="mailto:apr@apra.com.au">apr@apra.com.au</a>
	Nparcel	<a href="http://nparcel.com.au/">http://nparcel.com.au/</a>	4/202 Ferntree Gully Road CLAYTON, VIC, 3168	1800 016 020	Gerard Munday,	Chairman	<a href="mailto:enquiries@nparcel.com.au">enquiries@nparcel.com.au</a>
	Coca-Cola	<a href="http://www.coca-cola.com.au/">http://www.coca-cola.com.au/</a>		1800 025 123			
Drinks	Schwepes	<a href="http://www.schwepesaustralia.com.au/">http://www.schwepesaustralia.com.au/</a>	Level 5, 111 Cecil Street South Melbourne VIC 3205	03 8866 3888			<a href="mailto:consumerrelations@schwepes.com.au">consumerrelations@schwepes.com.au</a>
Calling Cards – Phone Cards	Telstra	<a href="http://www.telstra.com.au/">http://www.telstra.com.au/</a>	Level 4/1242 Exhibition Street Melbourne, VIC 3000	(03) 9634 6400			
	Optus	<a href="https://www.optus.com.au/">https://www.optus.com.au/</a>	1 Lyonspark Rd Macquarie Park, NSW, 2113	(02) 8082 7800			
Greeting cards & Wrap	Boss Phone Card (IDT)	<a href="http://www.mybosscard.com/">http://www.mybosscard.com/</a> <a href="http://www.idt.com/">http://www.idt.com/</a>	520 Broad Street, Newark, New Jersey 07102	1-800-893-6547			<a href="mailto:cardinfo@corp.idt.net">cardinfo@corp.idt.net</a>
	e-pay	<a href="http://www.epayworld.com.au/">http://www.epayworld.com.au/</a>	Level 1, 75 Castlereagh Street Sydney NSW 2000	(02) 8297 2800	Shawn Foltz	Managing Director ePay Australia	<a href="mailto:shawn@epayworld.com">shawn@epayworld.com</a>
	Australian Telecom	<a href="http://www.austel.net/">http://www.austel.net/</a>		1300 508 500			<a href="mailto:admin@austel.net">admin@austel.net</a>
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	Artwrap Pty Ltd	<a href="http://www.artwrap.com.au/">http://www.artwrap.com.au/</a>	123 Rayhur Street Clayton South VIC 3169	(03) 9541 0500			<a href="mailto:sales@artwrap.com.au">sales@artwrap.com.au</a>
	For Arts Sake	<a href="http://www.forartsake.com.au/">http://www.forartsake.com.au/</a>	70 78 Box Road Taren Point, NSW 2229	02 9540 3666	Richard McGilvray,	General Manager	<a href="mailto:richard@forartsake.com.au">richard@forartsake.com.au</a>
	Group Newsagency Supplies	<a href="http://webconnect.groupnews.com.au/">http://webconnect.groupnews.com.au/</a>	62 Pineapple St Zillmere, QLD 4034	07 3838 6400	Alex Stewart,	Chief Executive Officer	<a href="mailto:alexstewart@groupnews.com.au">alexstewart@groupnews.com.au</a>
Banks	Ancol Stationery	<a href="http://www.ancol.com.au/">http://www.ancol.com.au/</a>	115 Grange Road, Allenby Gardens, South Australia 5009	(08) 8346 6415	Grant Eckert,	Ancol Group General Manager	<a href="mailto:grant@metropaper.com.au">grant@metropaper.com.au</a>
	National Australia Bank	<a href="http://www.nab.com.au/">http://www.nab.com.au/</a>	Level 33, 500 Bourke St Melbourne, VIC 3000	13 22 65 (03) 8641 3500			
	Suncorp Bank	<a href="http://www.suncorp.com.au/">www.suncorp.com.au</a>	Level 15, 98 Wisham Tce Brisbane, QLD, 4000	13 11 55 (07) 3362 1222			
	ANZ Bank	<a href="http://www.anz.com.au/">http://www.anz.com.au/</a>	Level 14, 100 Queen St Melbourne, VIC 3000	13 13 14 (03) 9273 5555			
	Westpac Bank	<a href="http://www.westpac.com.au/">http://www.westpac.com.au/</a>	275 Kent Street Sydney, NSW 2000	132 032			
	Commonwealth Bank	<a href="http://www.commbank.com.au">http://www.commbank.com.au</a>	Ground Floor, Tower 1 201 Sussex Street Sydney, NSW 2000	(02) 9378 2000			
	Bendigo Bank	<a href="http://www.bendigobank.com.au/">http://www.bendigobank.com.au/</a>	The Bendigo Centre Bendigo, Victoria 3550 Australia	03 5445 0666 1300 236 344			
	St. George Bank	<a href="http://www.stgeorge.com.au/">http://www.stgeorge.com.au/</a>	143 George Street Sydney, NSW, 2000	02 9995 8295			
	Bank SA	<a href="http://www.banksa.com.au/">http://www.banksa.com.au/</a>	Level 5, 35 Pitt Street Sydney, NSW, 2000	02 8861 6225			

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	SPAR	<a href="http://www.spar.com.au/">http://www.spar.com.au/</a>	1 Fox Road Acacia Ridge, Qld 4110	07 3715 3000			<a href="mailto:info@spar.com.au">info@spar.com.au</a>
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	BATA	<a href="http://www.bata.com.au/">http://www.bata.com.au/</a>	166 William St Woolloomooloo NSW 2011	02 9370 1500	David Crow,	Managing Director	<a href="mailto:David_crow@bat.com">David_crow@bat.com</a>
	Imperial Tobacco	<a href="http://www.imperial-tobacco.com/">http://www.imperial-tobacco.com/</a>	4-8 Inglewood Place, Norware Business Park, Baulkham Hills, NSW 2153, Australia	(02) 9881 0888	Allison Cooper,	Chief Executive Officer	<a href="mailto:allison.cooper@au.imptob.com">allison.cooper@au.imptob.com</a>
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	Cadbury	<a href="http://www.cadbury.com.au/">www.cadbury.com.au/</a>	3/15 Belmont Ave Bentmont WA 6104	1800 250 260			<a href="mailto:customer_service@dlee.com.au">customer_service@dlee.com.au</a>
<b>Shopfitters</b>	Interfit	<a href="http://www.interfit.com.au/">http://www.interfit.com.au/</a>	165 Granite St Geelong QLD 4034	07 3265 2511	Mark Macauley,	Director	<a href="mailto:mark@interfit.com.au">mark@interfit.com.au</a>
	Rowe	<a href="http://www.roweshopfitters.com.au/">http://www.roweshopfitters.com.au/</a>	16 Production St Beenleigh QLD 4207	(07) 3287 4622	Daniel Rowe	Director	<a href="mailto:daniel.rowe@roweshopfitters.com.au">daniel.rowe@roweshopfitters.com.au</a>
	Thomas Brown	<a href="http://www.thomasbrownshopfitters.com.au/">http://www.thomasbrownshopfitters.com.au/</a>	40 Webster Road Stafford QLD 4053	(07) 3356 8266	Tom Brown	Director	<a href="mailto:tom@thomasbrownshopfitters.com.au">tom@thomasbrownshopfitters.com.au</a>
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	RJR Shopfitters		Unit 1 / 13 Paisley Drive Lawnton QLD 4501	07 3889 9040 / 0412 969 268	Rob Ryan	Director	<a href="mailto:rob@rjshopfitting.com.au">rob@rjshopfitting.com.au</a>
	Topp Shopp & Office Fitters		43 Godwin St Bulimba QLD 4171	07 3399 9911 / 0419 796 140	Richard Prove & Luke Prove	Director	<a href="mailto:rjcharl@toppsshops.com.au">rjcharl@toppsshops.com.au</a>
	Pascoe Retail Installations		Unit 3 / 7 Geonic St Woodridge QLD 4114	07 3386 0395 / 0407 119 373	Wayne Pascoe	Director	<a href="mailto:wp3@doto.com.au">wp3@doto.com.au</a>
	Kro Panels		27 Mackley Street Garbutt QLD 4814	07 4779 5622	Paul Krogh	Director	<a href="mailto:paul@kropanels.com.au">paul@kropanels.com.au</a>
	Pro 1 Building Services		Shed 3/21 Cessna Drive Caboolture QLD 4510	07 5432 4499	David Andrews	Director	<a href="mailto:info@pro1buildingservices.com.au">info@pro1buildingservices.com.au</a>
	Farrago Interiors		41 Technology Drive Warana QLD 4575	07 5493 7608	Darren Interiors	Director	<a href="mailto:admin@farrago.com.au">admin@farrago.com.au</a>
	Allora Joinery		lot 2 Forest Plain Road Allora QLD 4362	07 4666 3346 / 0427 365 676	Jamie Mutch	Director	<a href="mailto:allorajoinery@bigpond.com">allorajoinery@bigpond.com</a>
	M & M Cabinets		2 Hannam Street Bungalow QLD 4870	07 4051 4272	Kaylee Eljed	Director	<a href="mailto:mccabinets@bigpond.com">mccabinets@bigpond.com</a>
	On-Site Projects		42-44 Nealdon Drive Meadowbrook QLD 4131	07 3805 4533 / 0423 596 850	Michael Wilson	Director	<a href="mailto:michaelw@onsiteprojects.com">michaelw@onsiteprojects.com</a>
	Plus Projects		Unit 1 / 30 Manufacturer Drive Molendinar QLD 4214	1300 723 579	Jade Flack	Director	<a href="mailto:info@plusprojects.com.au">info@plusprojects.com.au</a>
	Fitouts QLD		Unit 2 / 17 Fleming Street Aitkenvale QLD 4814	07 4775 3838 / 0419 488 008	John Wright	Director	<a href="mailto:fitouts@bigpond.net.au">fitouts@bigpond.net.au</a>
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	R & Y Installations		23-25 Karraschs Road, Craignish QLD 4655	07 4128 7669 / 0418 113 054	Road Webb	Director	<a href="mailto:randyinstallations@bigpond.com">randyinstallations@bigpond.com</a>
	Quality Shopfitters International		Unit 115/193 South Pine Road, Brendale QLD 4500	0421 925 933	Steve McCurley	Director	<a href="mailto:sales@qualityshopfitters.com.au">sales@qualityshopfitters.com.au</a>
	Shop Adjusters		Unit 1, 3275 Logan Road, Underwood QLD 4119	0415 985 613	Geoff Nolan	Director	<a href="mailto:geoff@shopadjusters.com.au">geoff@shopadjusters.com.au</a>
	Thomas Joinery		377 Lathe Street, Virginia QLD 4014	0417 811 154	Dave Thomas	Director	<a href="mailto:dave@thomasjoinery.com.au">dave@thomasjoinery.com.au</a>
	APS Shopfitters		1-5 Richeieu Street, West Footscray, VIC 3012	03 9689 9733	Dominic Sette	Director	<a href="mailto:apsshopfitters@aol.com">apsshopfitters@aol.com</a>

